

## Message Text

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FM AMEMBASSY SAN SALVADOR  
TO SECSTATE WASHDC PRIORITY 244

C O N F I D E N T I A L SAN SALVADOR 0654

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EO 11652: GDS

TAGS: OVIP (KISSINGER, HENRY A.) PFOR, ES HO, XK  
SUBJ: SECRETARY'S TRIP TO LATIN AMERICA

FOR ASST. SEC. ROGERS FROM AMBASSADOR

1. PURSUANT TO THE DISCUSSION AT THE MID-JANUARY CHIEFS  
OF MISSION CONFERENCE IN GUATEMALA, I SUBMIT FOR YOUR  
CONSIDERATION THE FOLLOWING COMMENTS AND SUGGESTIONS CON-  
CERNING THE SECRETARY'S VISIT TO SAN JOSE, COSTA RICA,  
DURING HIS LATIN AMERICAN TRIP.

2. COMMENTS ON SECRETARY'S PROPOSED TOAST.

RE: FIRST COMPLETE SENTENCE ON TOP OF PAGE 4 OF DRAFT:  
IT APPEARS PREMATURE FOR THE SECRETARY TO ENCOURAGE INTRA-  
REGIONAL AGRICULTURAL TRADE BEFORE WE KNOW THE RESULTS OF  
ROCAP'S PROPOSED COST-BENEFIT STUDY BY SIECE TO DETERMINE  
THE FEASIBILITY OF MAJOR PROGRESS ON SUCH A PROPOSEAL (SEE  
ROCAP'S PROPOSED DAP FOR FY-1977). THEREFORE, I SUGGEST  
THE FOLLOWING WORDING FOR THE SENTENCE IN QUESTION: "WE ARE  
CONFIDENT, HOWEVER, THAT IN ORDER TO ENSURE CONTINUED MOMENTUM,  
YOUR ECONOMIC PLANNERS ARE FOCUSING ON OTHER AREAS OF ECONOMIC  
ENDEAVOR WHICH OFFER THE PROMISE OF FEASIBLE AND BENEFICIAL  
GROWTH, ONE OF THE MOST ESSENTIAL OF WHICH IS GREATER ATTENTION  
TO AGRICULTURE WITH INCREASED PRODUCTIVITY AND TRADE IN THIS SECTOR."  
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3. SUGGESTION FOR BILATERAL TALKS:

AT THE GUATEMALA CONFERENCE, I FORMULATED A SUGGESTION WHICH I NOW REITERATE AS FOLLOWS: THE SECRETARY MIGHT MENTION IN HIS BILATERAL MEETINGS WITH THE CHIEFS OF STATE OF EL SALVADOR AND HONDURAS THAT, IN HIS EXPERIENCE (REPEAT IN HIS EXPERIENCE) IN DIFFICULT NEGOTIATIONS, A STEP-BY-STEP PROCEDURE HAS PROVEN MOST EFFECTIVE. NEGOTIATIONS COULD BEGIN WITH THE LESS CONTROVERSIAL ISSUES ON WHICH THERE IS PROBABILITY OF SETTLEMENT AND IMMEDIATE IMPLEMENTATION TO THE MUTUAL BENEFIT OF BOTH PARTIES AND TO THE ENHANCEMENT OF THE NORMALIZATION PROCESS. THIS PROCESS MIGHT INCLUDE RESTORATION OF DIPLOMATIC AND CONSULAR RELATIONS, RENEWAL OF BILATERAL AIR TRANSPORT, PERMITTING ACROSS THE BORDER TRADE BETWEEN NEIGHBORING COMMUNITIES ALONG THE BOUNDARY, ETC. THE MORE DIFFICULT ISSUES, SUCH AS DELIMITATION OF THE BOUNDARY, COULD BE CONSIDERED AND SETTLED LATER DURING THE NEGOTIATIONS. I NOTE AHT OAS SECRETARY GENERAL ORFILA HAS ALREADY PUBLICLY SUGGESTED THE ABOVE PROCEDURE IN HIS DISCUSSIONS WITH HONDURAN POLITICAL LEADERS DURING HIS VISIT TO TEGUCIGALPA JANUARY 28-30 AND, AS A RESULT, INCURRED THE WRATH OF HONDURAN HARD-LINERS (TEGUCIGALPA 0591). HOWEVER, I BELIEVE THAT THERE IS MERIT IN HAVING SECRETARY KISSINGER PRIVATELY SUGGEST THIS PROCEDURE TO EACH OF THE TWO PRESIDENTS FROM THE VANTAGE POINT OF HIS OWN EXPERIENCE IN NEGOTIATING THE SETTLEMENT OF DIFFICULT DISPUTES.

CAMPBELL

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